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Deputy Director of Central Intelligence
Central Intelligence Agency
Washington, D.C. 20505

Dear Sir:

Let me introduce myself as a former Agency employee, now five years into retirement, with a unique approach to understanding foreign peoples. Brief papers outlining this approach and my professional background are enclosed.

My two to three-hour presentation is solidly based on research findings of the past three decades. The contributing sciences are social psychology, cultural anthropology, and linguistics. This interdisciplinary approach is now solidly endorsed by growing numbers of training specialists.

Key guidelines -- supported by persuasive film-clips -- center attention on the "tricks" our perception faculty plays where foreign data are involved, and also on the pervasive influence of one's culture on ways of thinking and behaving.

Users of this presentation often say I serve as a "middle-man" for communicating practical applications of scientists' findings -- in "everyday English" -- to persons concerned with overseas areas. The targeted increased awareness of perceptual differences between ourselves and a local people can raise signals of both warning and opportunity leading to increased personal effectiveness on foreign affairs tasks.

An opportunity to come by and discuss my presentation with you or other officers or staffers --without obligation -- would be welcomed.

Sincerely,

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